

# RJ REYNOLDS

TOBACCO COMPANY

J. CAMPBELL / ROU 1610  
PROMOTIONAL COORDINATOR

8899 MAIN STREET  
WILLIAMSVILLE, NY 14221  
(716) 634-4179  
FAX (716) 634-3145

May 6, 1998

RJR Account #«SIS»

«NAME»

«ACCOUNT»

**JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541**

Dear «GREETING»:

DORAL B8G2F 'PRE-SLEEVED' product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

«PO»

DORAL B4G1F BRAND STYLES	UPC Code	#/ (6M) Cases
Light King	12300-25291	«STYLE1»
Light 100	12300-25292	«STYLE1»
FF 100	12300-25293	«STYLE1»
Lt Men 100	12300-25294	«STYLE1»
Ult Lt 100	12300-25295	«STYLE1»
Box 100	12300-25296	«STYLE1»
Lt Box 100	12300-25297	«STYLE1»

Billing per 6M Case:

**24 Savings Cartons**

Product Arrival:

**May 18, 1998**

Ship Date to Retail:

**Week of: June 8, 1998**

EFT \$ Amount:

**\$«EFT»**

PARTNERS 'BONUS' REPORTING DESCRIPTION

'DOR JUN B8G2F'

51852 7563

-2-  
B8G2F CTS  
«ACCOUNT»

**PROMOTION DESCRIPTION:**

**\*\*\*\*\* NO PACKING IS REQUIRED \*\*\*\*\***

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT  
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$3.60 per each **promoted 6M** case for all product packed and shipped to retail on a timely basis. This equates to **\$«PYMT» («CASES» (6M) case(s) @ \$3.60)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610

/jc  
cc: «CC»  
L. E. MacWilliams

Enclosure: Customer List  
Promotional Flyer

**Note to RJR Manager:**  
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

JUNDORB4.DOC

51852 7564

Same List

Sorted by  
Sales Rep

Retail Rep

51852 7565

**JUNE: DORAL BUY 8 PACKS, GET 2 PACKS FREE / PROMOTION #800541****RETAIL DISTRIBUTION DATE: 6/8/98****POS Kits (#542294) and Floor Base Displays (#542300) will be shipped directly to Retail Accounts.****\*\* FLOOR BASE UNITS ARE TO BE MAINTAINED BY RETAILERS FOR FUTURE CTS DISPLAYS \*\***

7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT LT 100/BOX 100/LT BOX 100											7 STYLES		
SALES	RETAIL	REP#	REP NAME	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	CISI	VAP	# CARTONS	SPL#	PER STYLE
162208	162220	746242	BACK MOUNTAIN TBCO	ROUTE 309-415 PLAZA	DALLAS	PA	CS	94931	MID-VALLEY CANDY		40		
162208	162220	502069	ELLIS BEER DISTRIBUTOR	499-501 HAZLE STREET	WILKES BARRE	PA	CS	332400	KEYCO DIST. INC.		30		
162208	162220	643077	DUNDEE BEVERAGE	2297 SANS SOUCI PKY	WILKES BARRE	PA	CS	332400	KEYCO DIST. INC.		30		
162208	162220	710268	WYCHOCKS BEVERAGE	730 W-B TWP BLVD	WILKES BARRE	PA	CS	332400	KEYCO DIST. INC.		30		
162208	162220	777228	BEER SUPER	223 SPRING ST	WILKES BARRE	PA	CS	332880	KEY STORES		30		
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	CS	761406	KLEIN CANDY COMPANY		30		
162208	162221	91832	WEST END BEVERAGE	RT 209	GILBERT	PA	CS	761406	KLEIN CANDY COMPANY		30		
162208	162221	776556	SIMCOE'S BEER DIST.	4630 LEHIGH DR	WALNUTPORT	PA	CS	761406	KLEIN CANDY COMPANY		30		
162209	162221	748858	THE TOBACCO STOP	8 VILLAGE CTR	E STRoudSBURG	PA	CS	761406	KLEIN CANDY COMPANY		30		
162209	162222	412784	MONTAGE TOBACCO	632 DAVIS ST	SCRANTON	PA	CS	94931	MID-VALLEY CANDY		40		
162208	162222	291931	PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSTON	PA	CS	332400	KEYCO DIST. INC.		30		
162208	162222	456310	CHERRYS DISCOUNT	115 S MAIN ST	OLD FORGE	PA	CS	761406	KLEIN CANDY COMPANY		30		
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	CS	761406	KLEIN CANDY COMPANY		30		
162208	162222	776655	BIRNEY BEVERAGE	4957 BIRNEY AVENUE	MOOSIC	PA	CS	761406	KLEIN CANDY COMPANY		30		
162208	162222	776953	WYOMING VALLEY BEV	855 EXETER AVE	WEST PITTSTON	PA	CS	761406	KLEIN CANDY COMPANY		30		
162209	162222	759281	SCRANTON TOBACCO	219 W OLIVE ST	SCRANTON	PA	CS	761406	KLEIN CANDY COMPANY		30		

51852 7566

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7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT LT 100/BOX 100/LT BOX 100											7 STYLES
SALES REP	RETAIL REP	R/R/A ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	DISC	VAP	VAP NAME	SPL#	VAP #/CARTONS PER STYLE
162204	<b>162223</b>	581942 SUSQUEHANNA BEVERAG	SOUTH MAIN STREET	HALLSTEAD	PA	CS	94931	MID-VALLEY CANDY			40
162204	<b>162223</b>	36889 CHOCONUT MARKET	RR 1 BOX 7692	FRIENDSVILLE	PA	BI	761406	KLEIN CANDY COMPANY			30
162204	<b>162223</b>	281946 B&R DISTRIBUTOR	65 BRIDGE ST	TUNKHANNOCK	PA	CS	761406	KLEIN CANDY COMPANY			30
162204	<b>162223</b>	651111 FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	BI	761406	KLEIN CANDY COMPANY			30
162204	<b>162223</b>	703602 OUT RIGHT SALES	RR 1 BOX 1025B	LITTLE MEADOW	PA	BI	761406	KLEIN CANDY COMPANY			30
162204	<b>162223</b>	819485 ROBS COUNTRY MKT,INC	RT. 11 MT. VIEW PLAZA	GREAT BEND	PA	BI	761406	KLEIN CANDY COMPANY	937268		30
162209	<b>162223</b>	660922 DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	CS	761406	KLEIN CANDY COMPANY			30
162208	<b>162224</b>	776727 RUMINSKIS GROC	825 S PROSPECT ST	NANTICOKE	PA	CS	332880	KEY STORES			30
162208	<b>162224</b>	60780 WYOMING VALLEY BEV 2	RT. 11	EDWARDSVILLE	PA	CS	761406	KLEIN CANDY COMPANY			30
162208	<b>162224</b>	185047 MATUS NEWS	39 E MAIN ST	PLYMOUTH	PA	CS	761406	KLEIN CANDY COMPANY			30
162208	<b>162224</b>	422035 PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREE	PA	CS	761406	KLEIN CANDY COMPANY			30
162208	<b>162224</b>	516457 LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	CS	761406	KLEIN CANDY COMPANY			30
162208	<b>162224</b>	775325 DRIVE-IN FOOD STORE	401 MILL ST	DANVILLE	PA	CS	761406	KLEIN CANDY COMPANY			30
162606	<b>162225</b>	763489 SENECA ONE STOP #070	5402 W SHORE RD	CUBA	NY	RS	26040	M ATTEA & SONS INC			60
162606	<b>162225</b>	673510 OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	RS	44880	A. D. BEDELL CO.			60
162605	<b>162225</b>	763671 J'S TOBACCO ROAD	17 MAIN ST	PENN YAN	NY	CS	317880	R L JONES & SONS			30
162606	<b>162225</b>	269621 JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	CS	317880	R L JONES & SONS			30
162204	<b>162226</b>	621026 DAULICH	DBA WOLCOTTS	ENDICOTT	NY	CS	194040	FINNIE DIST INC			60

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SALES REP#	RETAIL REP#	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	SISH	VAP NAME	7 STYLES	VAP	# CARTONS
									SPL#		PER STYLE
162210	162227	130056 TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY	CS	181760	EMPIRE CANDY & TOB.	8399	30	
162210	162227	641285 MIDDLETOWN BEER & SO	263 ROUTE 211 E	MIDDLETOWN	NY	CS	181760	EMPIRE CANDY & TOB	44755	30	
162210	162227	654793 THE BEER STORE	77 PLEASANT STREET	MONTICELLO	NY	CS	181760	EMPIRE CANDY & TOB.		30	
162209	162227	636743 BEAR BEVERAGE	RD1 BOX 86V RT 739	DINGMANS FERR	PA	BI	761406	KLEIN CANDY COMPANY		30	
162210	162227	660303 POCONO CONVENIENCE	650 ROUTE 6 AND 209	MATAMORAS	PA	BI	761406	KLEIN CANDY COMPANY		30	
162607	162228	775460 FIVE STAR BUSY MART	400 N BUFFALO ST	ELKLAND	PA	CS	151300	W. A. DEHART	935726	30	
162204	162228	310108 SHEDDEN'S	RT. 14	FASSETT	PA	BI	761406	KLEIN CANDY COMPANY		30	
162204	162228	764192 AL'S MIDSTATE MARKET	RR 3 BOX 61	GILLETT	PA	BI	761406	KLEIN CANDY COMPANY		30	
162208	162229	777313 HARMONY BEVERAGE	ROUTE 940	BLAKESLEE	PA	CS	761406	KLEIN CANDY COMPANY		30	
162209	162229	771117 F&T TOBACCO CO.	40 POCONO BLVD	MOUNT POCONO	PA	CS	761406	KLEIN CANDY COMPANY		30	
162205	162230	477231 ONONDAGA NATION	DBA KEVIN BUCKTOOTH	NEDROW	NY	RS	26040	M ATTEA & SONS INC		60	
162605	162231	269440 CHUCKS MOBIL MART	540 W STATE ST	ITHACA	NY	CS	186350	F&T DISTRIBUTING		30	
162605	162231	703515 C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY	CS	186350	F&T DISTRIBUTING		30	
162202	162232	608027 DUNDEE'S NEWSTAND	39 WATER STREET	AUBURN	NY	CS	533288	JONES MCINTOSH INC		40	
162202	162232	785016 D&M GROCERY	14 SWIFT ST	WATERLOO	NY	CS	533288	JONES MCINTOSH INC		40	

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SALES REP	RETAIL REP	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	VAP	VAP NAME	SPLIT	# CARTONS PER STYLE	
162210	162233	594068 CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY	CS	442680	MOUNTAIN CANDY & CIG	921114	30	
162210	162233	751197 BEZ ENTERPRISES	DBA COOKS	SIDNEY	NY	CS	442680	MOUNTAIN CANDY & CIG		30	
162206	162233	294072 ETC ETC	ROUTE 23	ONEONTA	NY	CS	533288	JONES MCINTOSH INC		40	
162303	162234	177253 NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	CS	194040	FINKLE DIST INC		60	
162206	162235	806798 MARY'S PLACE	55 CENTRAL PLZ	ILION	NY	CS	570300	SCHEIDELMAN, INC		30	
162201	162239	88363 AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOW	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	130277 AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOW	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	130278 BEARS DEN SMOKE SHOP	ROUTE 37	HOGANSBURG	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	130280 OIONKWAONWE SMOKE S	ROUTE 37	ROOSEVELTOW	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	288243 BORDERLINE GROCERY	ROUTE 37	BOMBAY	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	496480 WOLF PACK GIFT	RT #37 - BOX 121B	BOMBAY	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	520885 G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOW	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	539530 GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	562598 KANIENKEHAKA GAS	ROUTE 37 - BOX 919	HOGANSBURG	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	596086 J.E.N. TOBACCO	BOX 134B - ROUTE 37	BOMBAY	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	624567 TWIN LEAF GAS & TB	RT.37	HOGANSBURG	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	171473 SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	CS	468800	NO COUNTRY CANDY&T		30	
162201	162239	791916 THIS & THAT SHOP	820 FORD ST	OGDENSBURG	NY	CS	468800	NO COUNTRY CANDY&T		30	

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7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT/LT 100/BOX 100/LT BOX 100											7 STYLES
SALES REP	RETAIL REP	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	SIS	VAP	VAP NAME	VAP SPL#	# CARTONS PER STYLE
162302	162320	177009 JACOB & TONEY'S IGA	157 MAIN ST	WARRENSBURG	NY	CN	160600	DONAHUE TOBACCO CO			30
162302	162320	177011 BOB'S VARIETY	47 SOUTH STREET	GLENS FALLS	NY	CS	160600	DONAHUE TOBACCO CO			30
162302	162320	320476 D & G HARDWARE	RT 9 MAIN ST 18	WARRENSBURG	NY	CN	194040	FINKLE DIST INC			60
162302	162320	636227 APOLLO FUELS	RR 2 BOX 278A	NORTH CLAREN	VT	CS	204600	SAM FRANK INC			40
162302	162320	657371 BEVERAGE KING	RTE 4A	BOMOSEEN	VT	BI	204600	SAM FRANK INC			40
162302	162320	776167 WELLS TRADING POST	ROUTE 30 BOX 56	WELLS	VT	CN	204600	SAM FRANK INC			30
162302	162320	494957 POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	BI	315288	DOWLINGS INC.			30
162304	162321	713344 WASH N DRY LAUNDRY	92 MAIN ST	CORINTH	NY	CS	160600	DONAHUE TOBACCO CO			30
162304	162321	658803 SAVEMORE DISCOUNT BE	1512 ROUTE 9	CLIFTON PARK	NY	CS	194040	FINKLE DIST INC			45
162304	162321	175520 VITA-MART	62 MILTON AVE	BALLSTON SPA	NY	CS	611800	STANDARD-ROSENBAU			30
162304	162321	500871 VITA MART	114 PARK AVE	MECHANICVILLE	NY	CS	611800	STANDARD-ROSENBAU			30
162304	162321	569160 SCHANZ'S DISC BEVERG	3RD AVENUE & 4TH ST	WATERVLIET	NY	CS	611800	STANDARD-ROSENBAU			30
162304	162321	596446 SANTOSH K. RAIZADA	4 FIRE RD	CLIFTON PARK	NY	CS	611800	STANDARD-ROSENBAU			30
162304	162321	762959 THRUWAY BEVERAGE II	1184 STATE ROUTE 29	GREENWICH	NY	LQ	611800	STANDARD-ROSENBAU			30
162303	162322	619977 COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	CS	194040	FINKLE DIST INC			45
162304	162322	571952 LATHAM BEVERAGE CTR	601 NEW LOUDON ROAD	LATHAM	NY	CS	611800	STANDARD-ROSENBAU			30

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SALES	RETAIL	REP#	REP	ACCT NAME	ADDRESS	CITY	STATE	SEGMENT	SIZE	VAP NAME	VAP	# CARTONS
											SPL#	PER STYLE
162201	162323	797001	CIGARETTE WAREHOUSE	38 MAIN ST	SARANAC LAKE	NY	CS	177968	PETER DAY WHLSE INC			30
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY	RS	177968	PETER DAY WHLSE INC			60
162301	162323	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	CS	177968	PETER DAY WHLSE INC			30
162301	162323	633761	MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	CS	315288	DOWLINGS INC.	2684		30
162301	162323	177803	RICHARDS GROCERY	71 JOHNSON AVE	PLATTSBURGH	NY	CS	356150	LAVIN CANDY COMPANY			30
162301	162323	568572	EXPRESS LANE	20 BROAD ST	PLATTSBURGH	NY	CN	356150	LAVIN CANDY COMPANY			30
162301	162323	705985	NORTHWAY DISCOUNT B	34 RILEY AVE	PLATTSBURGH	NY	LQ	356150	LAVIN CANDY COMPANY			30
162301	162323	549130	COLONIAL DELI MART	191 SWANTON RD	SAINT ALBANS	VT	CN	503160	PINE STATE TOB.&CDY.	935072		30
162303	162324	130283	BEEBEE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	CS	194040	FINKLE DIST INC			45
162303	162324	767356	FIVE CORNER ATLANTIC	378 MARIAVILLE RD	SCHENECTADY	NY	CS	194040	FINKLE DIST INC			45
162303	162324	704360	DOLLAR PLACE	2080 WESTERN AVE	GUILDERLAND	NY	OH	495892	J.POLED DIST SERVICE	197004		30
162304	162324	571951	COLONIE STAR BEVERAGE	1823 CENTRAL AVE	ALBANY	NY	CS	611800	STANDARD-ROSENBAU			30
162306	162325	767584	A-MART MERCHANDISE	746 PAWLING AVE	TROY	NY	CS	194040	FINKLE DIST INC	914234		45
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	CS	204600	SAM FRANK INC			40
162302	162325	114561	NEXT DOOR	RT 7	POWNAL	VT	BI	204600	SAM FRANK INC			40
162302	162325	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	BI	204600	SAM FRANK INC			40
162302	162325	623997	SARGENT'S SHORT STOP	300 MAIN ST	BENNINGTON	VT	BI	204600	SAM FRANK INC			40
162302	162325	114564	BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	BI	503160	PINE STATE TOB.&CDY.	994616		30
162306	162325	583069	BEVERAGE MART	79 MAIN AVE	WYNANTSkill	NY	CS	611800	STANDARD-ROSENBAU	15966		30

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SALES	RETAIL	REP	REP	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	VAP	VAP NAME	VAP #	# CARTONS
162306	162326	766887	E-Z MART	RT 20 & 22	NEW LEBANON	NY	CN	194040	FINKLE DIST INC	930719	45	
162306	162326	563785	THRUWAY BEVERAGE	1621 COLUMBIA TPKE	CASTLETON ON	NY	CS	611800	STANDARD-ROSENBAU		30	
162307	162327	178829	THRUWAY PHARMACY_IN	78 OAK ST	WALDEN	NY	CS	442680	MOUNTAIN CANDY & CIG		30	
162309	162329	179489	CIRCLE CARDS N	345 DOWNING DR	YORKTOWN HEI	NY	OH	550558	HAROLD LEVINSON		30	
162309	162329	425759	TREASURE CHEST, INC.	DBA LYN'S HALLMARK	MAHOPAC	NY	OH	550558	HAROLD LEVINSON		30	
162309	162329	550256	ALL IN ONE CARD SHOP	RR 6 BOX 22	BREWSTER	NY	OH	550558	HAROLD LEVINSON		30	
162309	162330	179440	MONUMENT STATIONERY	314 HIGHLAND AVE	PEEKSKILL	NY	TB	550558	HAROLD LEVINSON		30	
162603	162622	197949	JAN'S TOBACCO SHOP	383 BLOOMINGDALE RD	BASOM	NY	RS	26040	M ATTEA & SONS INC		60	
162603	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE RD	BASOM	NY	RS	26040	M ATTEA & SONS INC		60	
162603	162622	598116	T.P. DELI & FUEL	837 BLOOMINGDALE RD	BASOM	NY	RS	44880	A. D. BEDELL CO.		60	
162603	162622	601185	49 EXPRESS	409 BLOOMINGDALE RD	AKRON	NY	RS	44880	A. D. BEDELL CO.		60	
162603	162622	742675	ARROWHEAD SMOKE SH	852 BLOOMINGDALE RD	BASOM	NY	RS	44880	A. D. BEDELL CO.		60	
162603	162622	766656	TOTEMPOLE SMOKE SHO	1025 LEDGE RD	BASOM	NY	RS	44880	A. D. BEDELL CO.		60	

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SALES REP	RETAIL REP	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	DISP	VAP NAME	7 STYLES	VAP	# CARTONS	SPLAT PER STYLE
162606	<b>162623</b>	634478 SENECA ONE STOP #010	RTS. 5 & 20	IRVING	NY	RS	26040	MATTEA & SONS INC			60	
162606	<b>162623</b>	422357 WOLF'S RUN	12575 ROUTE 438	IRVING	NY	RS	26040	MATTEA & SONS INC			60	
162606	<b>162623</b>	440187 TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	RS	26040	MATTEA & SONS INC			60	
162606	<b>162623</b>	509388 ROSEINE'S	1832 BUSH RD	GOWANDA	NY	RS	26040	MATTEA & SONS INC			60	
162606	<b>162623</b>	521674 OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	RS	26040	MATTEA & SONS INC			60	
162606	<b>162623</b>	566892 2 CLANS SMOKE SHOP	RD. #1, PO BOX 245	LAWTONS	NY	RS	26040	MATTEA & SONS INC			60	
162606	<b>162623</b>	687893 NATIVE PRIDE	ROUTE 20 & MILESTRIP	IRVING	NY	RS	26040	MATTEA & SONS INC			60	
162606	<b>162623</b>	769301 SENECA BINGO	11095 ROUTE 5 AND 20	IRVING	NY	RS	26040	MATTEA & SONS INC			60	
162606	<b>162623</b>	128513 SENECA HAWK TOBACCO	PROJECT	IRVING	NY	RS	44880	A. D. BEDELL CO.			60	
162606	<b>162623</b>	263886 DARREN'S BEARCLAW	11048 S.WESTERN BLVD	IRVING	NY	RS	44880	A. D. BEDELL CO.			60	
162606	<b>162623</b>	502516 IROQUOIS SMOKE SHOP	14411 FOUR MILE LEVE	GOWANDA	NY	RS	44880	A. D. BEDELL CO.			60	
162606	<b>162623</b>	521624 CROSSROADS	RT 438 & VERSAILLES PL	VERSAILLES	NY	RS	44880	A. D. BEDELL CO.			60	
162606	<b>162623</b>	536774 JR'S SMOKE SHOP	RT. 5 & LAKESHORE RD	IRVING	NY	RS	44880	A. D. BEDELL CO.			60	
162606	<b>162623</b>	566889 SANDY'S PLACE	RT. 438	GOWANDA	NY	RS	44880	A. D. BEDELL CO.			60	
162606	<b>162623</b>	700520 PARKER'S DRIVE THRU	141855 RT. 438	GOWANDA	NY	RS	44880	A. D. BEDELL CO.			60	
162606	<b>162623</b>	733079 BIG INDIAN SMOKE SHOP	597 MILESTRIP RD	IRVING	NY	RS	44880	A. D. BEDELL CO.			60	
162606	<b>162623</b>	764763 ADLA'S	1254 ROUTE 438	IRVING	NY	RS	44880	A. D. BEDELL CO.			60	

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7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT LT 100/BOX 100/LT BOX 100												7 STYLES
SALES	RETAIL	ITEM#	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	SIZE	VAP	NAME	SPL#	# CARTONS
REP	REP	FUTURE	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	SIZE	VAP	NAME	SPL#	PER STYLE
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	RS	26040	MATTEA & SONS INC			60
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	RS	26040	MATTEA & SONS INC			60
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAIN	LEWISTON	NY	RS	26040	MATTEA & SONS INC			60
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	RS	26040	MATTEA & SONS INC			60
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAIN	SANBORN	NY	RS	26040	MATTEA & SONS INC			60
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAIN	SANBORN	NY	RS	26040	MATTEA & SONS INC			60
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT.	SANBORN	NY	RS	26040	MATTEA & SONS INC			60
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY	RS	26040	MATTEA & SONS INC			60
162603	162626	694032	TUSCARORA TRADING	2390 UPPER MOUNTAIN	SANBORN	NY	RS	26040	MATTEA & SONS INC			60
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	RS	26040	MATTEA & SONS INC			60

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SALES REP	RETAIL REP	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	SIZE	VAP. NAME	7 STYLES	VAP. SPL#	# CARTONS PER STYLE
162606	162628	324640 SENEKA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	RS	26040	MATTEA & SONS INC			60
162606	162628	460523 ANTONE'S	101 CENTRAL AVE	SALAMANCA	NY	RS	26040	MATTEA & SONS INC			60
162606	162628	480762 BEARCLAW TRADING PST	RT. 280	STEAMBURG	NY	RS	26040	MATTEA & SONS INC			60
162606	162628	665431 ANTONE'S II	CENTER & BROAD ST	SALAMANCA	NY	RS	26040	MATTEA & SONS INC			60
162606	162628	767863 THE M&M SMOKE SHOP	RT 17 & W. PERIMETER R	STEAMBURG	NY	RS	26040	MATTEA & SONS INC			60
162606	162628	328435 OJ'S SMOKE SHOP	W. PERIMETER ROAD	STEAMBURG	NY	RS	44880	A. D. BEDELL CO.			60
162606	162628	340601 RON'S SMOKE SHOP	BOX 92A, RD. 3	ALLEGANY	NY	RS	44880	A. D. BEDELL CO.			60
162606	162628	368567 KEN'S SMOKE SHOP	2001 ROUTE 219	LIMESTONE	NY	RS	44880	A. D. BEDELL CO.			60
162606	162628	399934 T & J'S SMOKE SHOP	191 CENTER ST	SALAMANCA	NY	RS	44880	A. D. BEDELL CO.			60
162606	162628	442094 SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	RS	44880	A. D. BEDELL CO.			60
162606	162628	675068 RICHARDS SMOKE SHOP	2164 W PERIMETER ROA	STEAMBURG	NY	RS	44880	A. D. BEDELL CO.			60
162606	162628	675069 COLDSPRING SMOKE&GA	W PERIMETER ROAD	STEAMBURG	NY	RS	44880	A. D. BEDELL CO.			60
162606	162628	686767 SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY	RS	44880	A. D. BEDELL CO.			60
162606	162628	688199 77 MAIN STREET CAFE	77 MAIN ST	SALAMANCA	NY	RS	44880	A. D. BEDELL CO.			60
162606	162628	715423 IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY	RS	44880	A. D. BEDELL CO.			60
162606	162628	715424 WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY	RS	44880	A. D. BEDELL CO.			60
162606	162628	737874 NAFCO QUICK STOP	881 BROAD ST	SALAMANCA	NY	RS	44880	A. D. BEDELL CO.			60
162606	162628	737877 JWS ENTERPRISES I	719 BROAD ST	SALAMANCA	NY	RS	44880	A. D. BEDELL CO.			60
162606	162628	737878 JWS ENTERPRISES II	RT 417	KILLBUCK	NY	RS	44880	A. D. BEDELL CO.			60
162606	162628	737880 JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	RS	44880	A. D. BEDELL CO.			60

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SALES REP#	RETAIL REP#	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	VAP#	VAP NAME	7 STYLES SPL#	# CARTONS PER STYLE
163805	<b>163820</b>	346403 POST-TIME	375 S BROADWAY	SALEM	NH	CS	409680	GEO. MELHADO AND CO		30
163805	<b>163820</b>	64556 FOODS PLUS CONV.	5 PLAISTOW RD	PLAISTOW	NH	CS	423295	AUBURN MERCH. DIST.	4904	30
163805	<b>163820</b>	103073 RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	CS	462720	N H TOBACCO CORP	921007	45
163805	<b>163820</b>	611422 FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	CS	462720	N H TOBACCO CORP		40
163805	<b>163820</b>	103056 TEXACO PAYSAVER	531 S BROADWAY	SALEM	NH	CS	472920	ALBERT H NOTINI SONS	945550	30
163805	<b>163820</b>	103069 R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	CS	472920	ALBERT H NOTINI SONS	944983	30
163805	<b>163820</b>	104514 SHYERS LOBSTER POUN	380A S BROADWAY	SALEM	NH	CS	472920	ALBERT H NOTINI SONS		30
163805	<b>163820</b>	689422 WORLD FAMOUS STATEL	24 BRIDGE ST	PELHAM	NH	CS	472920	ALBERT H NOTINI SONS	936047	30
163805	<b>163820</b>	702662 SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	CS	648240	TBI CORPORATION		30
163804	<b>163821</b>	707369 T-BIRD MINI MART	ROUTE 119	HINSDALE	NH	CS	23880	ASSOCIATED GROCERS	90626	30
163804	<b>163821</b>	104065 THE BIG S	48 MANNING HL	WINCHESTER	NH	BI	91800	CAPITAL CANDY CO INC	39051	45
163804	<b>163821</b>	643587 CHAS GEM	RTE 10	WINCHESTER	NH	BI	91800	CAPITAL CANDY CO INC	25020	45
163804	<b>163821</b>	278707 ROUTE 63 COUNTRY	525 NORTHFIELD ROAD	HINSDALE	NH	BI	166680	E&J DISTRIBUTORS INC	13555	30
163803	<b>163821</b>	552856 ONE STOP PLAZA CONV.	16 MAIN ST	WINCHENDON	MA	CS	409680	GEO. MELHADO AND CO	60379	30
163804	<b>163821</b>	104100 VALLEY MARINA	RT 202	RINDGE	NH	BI	409680	GEO. MELHADO AND CO	7762-9	30
163804	<b>163821</b>	230124 BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	BI	409680	GEO. MELHADO AND CO		30
163804	<b>163821</b>	733076 RIVERSIDE GROCERY	RTE 9	W CHESTERFIEL	NH	BI	409680	GEO. MELHADO AND CO		30
163804	<b>163821</b>	230117 STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	BI	503160	PINE STATE TOB.&CDY.		30

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7 BRAND STYLES: DORAL LT/LT 100/ FF 100/ LT MEN 100/ ULT LT 100/ BOX 100/ LT BOX 100

SALES REP#	RETAIL REP#	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	SIS#	VAP NAME	VAP#	#/CARTONS	7 STYLES SPL#	PER STYLE
163804	163822	103182 THE COUNTRY MILE	RT 31	GREENVILLE	NH	BI	409680	GEO. MELHADO AND CO	971556	30		
163804	163822	103172 RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	BI	423295	AUBURN MERCH. DIST.	8347	30		
163804	163822	103186 STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	BI	462720	N H TOBACCO CORP	904524	40		
163804	163822	559739 HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	BI	462720	N H TOBACCO CORP	919159	40		
163804	163823	572626 AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	BI	462720	N H TOBACCO CORP	909598	45		
163804	163823	490714 ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	BI	503160	PINE STATE TOB.&CDY.	967802	30		
163805	163824	486298 MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	CS	472920	ALBERT H NOTINI SONS	933689	30		
163803	163825	605251 5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOL	NH	CS	648240	TBI CORPORATION	902213	30		
163807	163826	677682 CASE-N-KEG LACONIA	JEFF MORIN ENTERPRIS	LACONIA	NH	CS	91800	CAPITAL CANDY CO INC	14290	45		
163807	163826	743970 CASE-N-KEG	5 MILL ST	MEREDITH	NH	CS	91800	CAPITAL CANDY CO INC		45		
163807	163826	755792 CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	CS	396640	MANCHESTER TOBACC	429155	30		
163807	163826	573876 WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	CS	503160	PINE STATE TOB.&CDY.	908038	30		
163807	163826	579433 LACONIA SPA	65 CHURCH ST	LACONIA	NH	CS	503160	PINE STATE TOB.&CDY.		30		
163801	163827	679787 PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	CS	281200	HIBBERT & MCGEE INC	132	30		

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7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT LT 100/BOX 100/LT BOX 100

SALES #	RETAIL #	ACCT #	NAME	ADDRESS	CITY	STATE	SEGMENT	VAP NAME	VAP #	VAP #	CARTONS #	SPLIT # PER STYLE
163801	163828	334692	BEVERAGE BARON	19 GABLE PL	BARRE	VT	CS	281200	HIBBERT & MCGEE INC			30
163801	163828	769387	M & M BEVERAGE	DBA FIRED-UP	SOUTH BARRE	VT	CS	503160	PINE STATE TOB.&CDY.	995845		30
162301	163829	717500	MCGREGOR'S PHARMACY	476 MAIN ST	WINOOSKI	VT	CS	281200	HIBBERT & MCGEE INC			30
163802	163829	289988	WEST ADDISON GENERAL	RT#17 & LAKE RD	WEST ADDISON	VT	BI	281200	HIBBERT & MCGEE INC	2710		30
162201	162280	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	RS	177968	PETER DAY WHLSE INC			60
162201	162280	715536	SPEEDWAY CONVENIENC	RT 37	HOGANSBURG	NY	RS	177968	PETER DAY WHLSE INC			60

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SALES	RETAIL	REP	ACCT#	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	SIS#	VAP	NAME	SPL#	7 STYLES	# CARTONS	PER STYLE
162204	727918	DELAWARE RIVER FLY	HE 1		STARLIGHT	PA	BI	447000	MUTUAL WHOLESALE SE			30			
162208	705051	PITTSTON CANDY	197 BROAD ST		PITTSTON	PA	CS	761406	KLEIN CANDY COMPANY			30			
162208	784206	J.MANTIONE PLZ SMOKE	#10 UNITED PENN PLAZA	KINGSTON		PA	CS	761406	KLEIN CANDY COMPANY			30			
162302	804072	JJ DISCOUNT CIGARETT	54 MAIN ST		HUDSON FALLS	NY	TB	160600	DONAHUE TOBACCO CO			30			

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**7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT LT 100/BOX 100/LT BOX 100**

SALES REP	REP S	RJR ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	SIS#	NAME	VAP	# CARTONS	PER STYLE
162201	162323	797001 CIGARETTE WAREHOUSE	38 MAIN ST	SARANAC LAKE	NY	CS	177968	PETER DAY WHLSE INC		30	
162201	162239	88363 AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOW	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	130277 AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOW	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	130278 BEARS DEN SMOKE SHOP	ROUTE 37	HOGANSBURG	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	130280 OIONKWAONWE SMOKE S	ROUTE 37	ROOSEVELTOW	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	288243 BORDERLINE GROCERY	ROUTE 37	BOMBAY	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	496480 WOLF PACK GIFT	RT #37 - BOX 121B	BOMBAY	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	520885 G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOW	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	539530 GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	562598 KANIENKEHAKA GAS	ROUTE 37 - BOX 919	HOGANSBURG	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	596086 J.E.N. TOBACCO	BOX 134B - ROUTE 37	BOMBAY	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	624567 TWIN LEAF GAS & TB	RT 37	HOGANSBURG	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162280	522487 WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162280	715536 SPEEDWAY CONVENIENC	RT 37	HOGANSBURG	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162323	492340 GANJENKEH	PO BOX 85	ALTONA	NY	RS	177968	PETER DAY WHLSE INC		60	
162201	162239	171473 SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	CS	468800	NO COUNTRY CANDY&T		30	
162201	162239	791916 THIS & THAT SHOP	820 FORD ST	OGDENSBURG	NY	CS	468800	NO COUNTRY CANDY&T		30	
162202	162232	608027 DUNDEE'S NEWSTAND	39 WATER STREET	AUBURN	NY	CS	533288	JONES MCINTOSH INC		40	
162202	162232	785016 D&M GROCERY	14 SWIFT ST	WATERLOO	NY	CS	533288	JONES MCINTOSH INC		40	

CC: DIVISION MGRS  
KAM / AMs

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7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT LT 100/BOX 100/LT BOX 100											7 STYLES
REP#	REP#	CRJ#	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	SIS#	VAPNAME	VAP#	# CARTONS
162204	162223	581942	SUSQUEHANNA BEVERAG	SOUTH MAIN STREET	HALLSTEAD	PA	CS	94931	MID-VALLEY CANDY		40
162204	162226	621026	DAULICH	DBA WOLCOTTS	ENDICOTT	NY	CS	194040	FINKLE DIST INC		45
162204		727918	DELWARE RIVER FLY	HE 1	STARLIGHT	PA	BI	447000	MUTUAL WHOLESALE SE		30
162204	162223	36889	CHOCONUT MARKET	RR 1 BOX 7692	FRIENDSVILLE	PA	BI	761406	KLEIN CANDY COMPANY		30
162204	162223	281946	B&R DISTRIBUTOR	65 BRIDGE ST	TUNKHANNOCK	PA	CS	761406	KLEIN CANDY COMPANY		30
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	BI	761406	KLEIN CANDY COMPANY		30
162204	162223	703602	OUT RIGHT SALES	RR 1 BOX 1025B	LITTLE MEADOW	PA	BI	761406	KLEIN CANDY COMPANY		30
162204	162223	819485	ROBS COUNTRY MKT,INC	RT. 11 MT. VIEW PLAZA	GREAT BEND	PA	BI	761406	KLEIN CANDY COMPANY	937268	30
162204	162228	310108	SHEDDEN'S	RT. 14	FASSETT	PA	BI	761406	KLEIN CANDY COMPANY		30
162204	162228	764192	AL'S MIDSTATE MARKET	RR 3 BOX 61	GILLET	PA	BI	761406	KLEIN CANDY COMPANY		30
162205	162230	477231	ONONDAGA NATION	DBA KEVIN BUCKTOOTH	NEDROW	NY	RS	26040	M ATTEA & SONS INC		60
162206	162233	294072	ETC ETC	ROUTE 23	ONEONTA	NY	CS	533288	JONES MCINTOSH INC		40
162206	162235	806798	MARY'S PLACE	55 CENTRAL PLZ	ILION	NY	CS	570300	SCHEIDELMAN, INC		30

## SALES REPS

**JUNE: DORAL BUY 8 PACKS, GET 2 PACKS FREE / PROMOTION #800541****RETAIL DISTRIBUTION DATE: 6/8/98**

POS Kits (#542294) and Floor Base Displays (#542300) will be shipped directly to Retail Accounts.

\*\* FLOOR BASE UNITS ARE TO BE MAINTAINED BY RETAILERS FOR FUTURE CTS DISPLAYS \*\*

**7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT LT 100/BOX 100/LT BOX 100**

SALES REP #	RETAIL REP #	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	VAP	VAP NAME	VAP SPL#	7 STYLES #/CARTONS PER STYLE
162208	162220	746242 BACK MOUNTAIN TBCO	ROUTE 309-415 PLAZA	DALLAS	PA	CS	94931	MID-VALLEY CANDY		40
162208	162220	502069 ELLIS BEER DISTRIBUT	499-501 HAZLE STREET	WILKES BARRE	PA	CS	332400	KEYCO DIST. INC.		30
162208	162220	643077 DUNDEE BEVERAGE	2297 SANS SOUCI PKY	WILKES BARRE	PA	CS	332400	KEYCO DIST. INC.		30
162208	162220	710268 WYCHOCKS BEVERAGE	730 W-B TWP BLVD	WILKES BARRE	PA	CS	332400	KEYCO DIST. INC.		30
162208	162222	291931 PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSTON	PA	CS	332400	KEYCO DIST. INC.		30
162208	162220	777228 BEER SUPER	223 SPRING ST	WILKES BARRE	PA	CS	332880	KEY STORES		30
162208	162224	776727 RUMINSKIS GROC	825 S PROSPECT ST	NANTICOKE	PA	CS	332880	KEY STORES		30
162208	162220	621400 SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	CS	761406	KLEIN CANDY COMPANY		30
162208	162221	91832 WEST END BEVERAGE	RT 209	GILBERT	PA	CS	761406	KLEIN CANDY COMPANY		30
162208	162221	776556 SIMCOE'S BEER DIST.	4630 LEHIGH DR	WALNUTPORT	PA	CS	761406	KLEIN CANDY COMPANY		30
162208	162222	456310 CHERRYS DISCOUNT	115 S MAIN ST	OLD FORGE	PA	CS	761406	KLEIN CANDY COMPANY		30
162208	162222	553220 WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	CS	761406	KLEIN CANDY COMPANY		30
162208	162222	776655 BIRNEY BEVERAGE	4957 BIRNEY AVENUE	MOOSIC	PA	CS	761406	KLEIN CANDY COMPANY		30
162208	162222	776953 WYOMING VALLEY BEV	855 EXETER AVE	WEST PITTSTON	PA	CS	761406	KLEIN CANDY COMPANY		30
162208	162224	60780 WYOMING VALLEY BEV 2	RT. 11	EDWARDSVILLE	PA	CS	761406	KLEIN CANDY COMPANY		30
162208	162224	185047 MATUS NEWS	39 E MAIN ST	PLYMOUTH	PA	CS	761406	KLEIN CANDY COMPANY		30
162208	162224	422035 PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREE	PA	CS	761406	KLEIN CANDY COMPANY		30
162208	162224	516457 LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	CS	761406	KLEIN CANDY COMPANY		30
162208	162224	775325 DRIVE-IN FOOD STORE	401 MILL ST	DANVILLE	PA	CS	761406	KLEIN CANDY COMPANY		30
162208	162229	777313 HARMONY BEVERAGE	ROUTE 940	BLAKESLEE	PA	CS	761406	KLEIN CANDY COMPANY		30
	705051	PITTSTON CANDY	197 BROAD ST	PITTSTON	PA	CS	761406	KLEIN CANDY COMPANY		30
	784206	J.MANTIONE PLZ SMOKE	#10 UNITED PENN PLAZA	KINGSTON	PA	CS	761406	KLEIN CANDY COMPANY		30

CC: DIVISION MGRS  
KAM / AMs

## SALES REPS

**JUNE: DORAL BUY 8 PACKS, GET 2 PACKS FREE / PROMOTION #800541****RETAIL DISTRIBUTION DATE: 6/8/98***POS Kits (#542294) and Floor Base Displays (#542300) will be shipped directly to Retail Accounts.***\*\* FLOOR BASE UNITS ARE TO BE MAINTAINED BY RETAILERS FOR FUTURE CTS DISPLAYS \*\*****7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT LT 100/BOX 100/LT BOX 100**

SALES REP	RETAIL REP	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	SIS#	VAP NAME	7 STYLES	
REP	REP	ACCT NAME	ADDRESS	CITY	STATE	SEGMENT	SIS#	VAP NAME	VAP #	CARTONS PER STYLE
162209	162222	412784 MONTAGE TOBACCO	632 DAVIS ST	SCRANTON	PA	CS	94931	MID-VALLEY CANDY		40
162209	162221	748858 THE TOBACCO STOP	8 VILLAGE CTR	E STROUDSBUR	PA	CS	761406	KLEIN CANDY COMPANY		30
162209	162222	759281 SCRANTON TOBACCO	219 W OLIVE ST	SCRANTON	PA	CS	761406	KLEIN CANDY COMPANY		30
162209	162223	660922 DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	CS	761406	KLEIN CANDY COMPANY		30
162209	162227	636743 BEAR BEVERAGE	RD1 BOX 86V RT 739	DINGMANS FERR	PA	BI	761406	KLEIN CANDY COMPANY		30
162209	162229	771117 F&T TOBACCO CO.	40 POCONO BLVD	MOUNT POCONO	PA	CS	761406	KLEIN CANDY COMPANY		30
162210	162227	130056 TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY	CS	181760	EMPIRE CANDY & TOB.	8399	30
162210	162227	641285 MIDDLETOWN BEER & SO	263 ROUTE 211 E	MIDDLETOWN	NY	CS	181760	EMPIRE CANDY & TOB.	44755	30
162210	162227	654793 THE BEER STORE	77 PLEASANT STREET	MONTICELLO	NY	CS	181760	EMPIRE CANDY & TOB.		30
162210	162233	594068 CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY	CS	442680	MOUNTAIN CANDY & CIG	921114	30
162210	162233	751197 BEZ ENTERPRISES	DBA COOKS	SIDNEY	NY	CS	442680	MOUNTAIN CANDY & CIG		30
162210	162227	660303 POCONO CONVENIENCE	650 ROUTE 6 AND 209	MATAMORAS	PA	BI	761406	KLEIN CANDY COMPANY		30
162301	162323	724066 CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	CS	177968	PETER DAY WHLSE INC		30
162301	163829	717500 MCGREGOR'S PHARMACY	476 MAIN ST	WINOOSKI	VT	CS	281200	HIBBERT & MCGEE INC		30
162301	162323	633761 MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	CS	315288	DOWLING'S INC.	2684	30
162301	162323	177803 RICHARDS GROCERY	71 JOHNSON AVE	PLATTSBURGH	NY	CS	356150	LAVIN CANDY COMPANY		30
162301	162323	568572 EXPRESS LANE	20 BROAD ST	PLATTSBURGH	NY	CN	356150	LAVIN CANDY COMPANY		30
162301	162323	705985 NORTHWAY DISCOUNT B	34 RILEY AVE	PLATTSBURGH	NY	LQ	356150	LAVIN CANDY COMPANY		30
162301	162323	549130 COLONIAL DELI MART	191 SWANTON RD	SAINT ALBANS	VT	CN	503160	PINE STATE TOB.&CDY.	935072	30

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## SALES ..EPS

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7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT LT 100/BOX 100/LT BOX 100											7 STYLES	
REP#	REP#	REP#	REP#	REP#	REP#	REP#	REP#	REP#	REP#	REP#	VAP #	CARTONS
SALES	RETAIL	DISP	DISP	DISP	DISP	DISP	DISP	DISP	DISP	DISP	SPLIT	SPLIT PER STYLE
162302	162320	177009	JACOB & TONEY'S IGA	157 MAIN ST	WARRENSBURG	NY	CN	160600	DONAHUE TOBACCO CO			30
162302	162320	177011	BOB'S VARIETY	47 SOUTH STREET	GLENS FALLS	NY	CS	160600	DONAHUE TOBACCO CO			30
162302		804072	JJ DISCOUNT CIGARETT	54 MAIN ST	HUDSON FALLS	NY	TB	160600	DONAHUE TOBACCO CO			30
162302	162320	320476	D & G HARDWARE	RT 9 MAIN ST 18	WARRENSBURG	NY	CN	194040	FINKLE DIST INC			45
162302	162320	452987	EZ DUZZIT	75 SARATOGA AVE	SOUTH GLENS F	NY	TB	194040	FINKLE DIST INC			45
162302	162320	636227	APOLLO FUELS	RR 2 BOX 278A	NORTH CLAREN	VT	CS	204600	SAM FRANK INC			40
162302	162320	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	BI	204600	SAM FRANK INC			40
162302	162320	776167	WELLS TRADING POST	ROUTE 30 BOX 56	WELLS	VT	CN	204600	SAM FRANK INC			30
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	CS	204600	SAM FRANK INC			40
162302	162325	114561	NEXT DOOR	RT 7	POWNAL	VT	BI	204600	SAM FRANK INC			40
162302	162325	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	BI	204600	SAM FRANK INC			40
162302	162325	623997	SARGENT'S SHORT STOP	300 MAIN ST	BENNINGTON	VT	BI	204600	SAM FRANK INC			40
162302	162320	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	BI	315288	DOWLING'S INC.			30
162302	162325	114564	BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	BI	503160	PINE STATE TOB.&CDY.	994616		30
162303	162234	177253	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	CS	194040	FINKLE DIST INC			45
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	CS	194040	FINKLE DIST INC			45
162303	162324	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	CS	194040	FINKLE DIST INC			45
162303	162324	767356	FIVE CORNER ATLANTIC	378 MARIAVILLE RD	SCHENECTADY	NY	CS	194040	FINKLE DIST INC			45
162303	162324	704360	DOLLAR PLACE	2080 WESTERN AVE	GUILDERLAND	NY	OH	495892	J.POLED DIST.SERVICE	197004		30

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## SALES REPS

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**7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT LT 100/BOX 100/LT BOX 100**

SALES REP	RETAILER	ADDRESS/BLDG	CITY	STATE	SEGMENT	CSN	VALU	VAPS	# CARTONS	SPL?	PER STYLE
162304	162321	713344 WASH N DRY LAUNDRY	92 MAIN ST	CORINTH	NY	CS	160600	DONAHUE TOBACCO CO		30	
162304	162321	658803 SAVEMORE DISCOUNT BE	1512 ROUTE 9	CLIFTON PARK	NY	CS	194040	FINKLE DIST INC		45	
162304	162321	175520 VITA-MART	62 MILTON AVE	BALLSTON SPA	NY	CS	611800	STANDARD-ROSENBAU		30	
162304	162321	500871 VITA MART	114 PARK AVE	MECHANICVILLE	NY	CS	611800	STANDARD-ROSENBAU		30	
162304	162321	569160 SCHANZ'S DISC BEVERG	3RD AVENUE & 4TH ST	WATERVLIET	NY	CS	611800	STANDARD-ROSENBAU		30	
162304	162321	596446 SANTOSH K. RAIZADA	4 FIRE RD	CLIFTON PARK	NY	CS	611800	STANDARD-ROSENBAU		30	
162304	162321	762959 THRUWAY BEVERAGE II	1184 STATE ROUTE 29	GREENWICH	NY	LQ	611800	STANDARD-ROSENBAU		30	
162304	162322	571952 LATHAM BEVERAGE CTR	601 NEW LOUDON ROAD	LATHAM	NY	CS	611800	STANDARD-ROSENBAU		30	
162304	162324	571951 COLONIE STAR BEVERAGE	1823 CENTRAL AVE	ALBANY	NY	CS	611800	STANDARD-ROSENBAU		30	
162306	162325	767584 A-MART MERCHANDISE	746 PAWLING AVE	TROY	NY	CS	194040	FINKLE DIST INC	914234	45	
162306	162326	766887 E-Z MART	RT 20 & 22	NEW LEBANON	NY	CN	194040	FINKLE DIST INC	930719	45	
162306	162325	583069 BEVERAGE MART	79 MAIN AVE	WYNANTSkill	NY	CS	611800	STANDARD-ROSENBAU	15966	30	
162306	162326	563785 THRUWAY BEVERAGE	1621 COLUMBIA TPKE	CASTLETON ON	NY	CS	611800	STANDARD-ROSENBAU		30	
162307	162327	178829 THRUWAY PHARMACY_IN	78 OAK ST	WALDEN	NY	CS	442680	MOUNTAIN CANDY & CIG		30	
162309	162329	179489 CIRCLE CARDS N	345 DOWNING DR	YORKTOWN HEI	NY	OH	550558	HAROLD LEVINSON		30	
162309	162329	425759 TREASURE CHEST, INC.	DBA LYN'S HALLMARK	MAHOPAC	NY	OH	550558	HAROLD LEVINSON		30	
162309	162329	550256 ALL IN ONE CARD SHOP	RR 6 BOX 22	BREWSTER	NY	OH	550558	HAROLD LEVINSON		30	
162309	162330	179440 MONUMENT STATIONERY	314 HIGHLAND AVE	PEEKSKILL	NY	TB	550558	HAROLD LEVINSON		30	

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SALES	RETAIL	REP#	REP#	ACCOUNT NAME	ADDRESS	CITY	STATE	REG#	SPLIT	VAP. & CARTONS	SPLIT PER STYLE
162603	162622	197949	JAN'S TOBACCO SHOP	383 BLOOMINGDALE RD	BASOM	NY	RS	26040	MATTEA & SONS INC		60
162603	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE RD	BASOM	NY	RS	26040	MATTEA & SONS INC		60
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	RS	26040	MATTEA & SONS INC		60
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	RS	26040	MATTEA & SONS INC		60
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAIN	LEWISTON	NY	RS	26040	MATTEA & SONS INC		60
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	RS	26040	MATTEA & SONS INC		60
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAIN	SANBORN	NY	RS	26040	MATTEA & SONS INC		60
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAIN	SANBORN	NY	RS	26040	MATTEA & SONS INC		60
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT.	SANBORN	NY	RS	26040	MATTEA & SONS INC		60
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY	RS	26040	MATTEA & SONS INC		60
162603	162626	694032	TUSCARORA TRADING	2390 UPPER MOUNTAIN	SANBORN	NY	RS	26040	MATTEA & SONS INC		60
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	RS	26040	MATTEA & SONS INC		60
162603	162622	598116	T.P. DELI & FUEL	837 BLOOMINGDALE RD	BASOM	NY	RS	44880	A. D. BEDELL CO.		60
162603	162622	601185	49 EXPRESS	409 BLOOMINGDALE RD	AKRON	NY	RS	44880	A. D. BEDELL CO.		60
162603	162622	742675	ARROWHEAD SMOKE SH	852 BLOOMINGDALE RD	BASOM	NY	RS	44880	A. D. BEDELL CO.		60
162603	162622	766656	TOTEMPOLE SMOKE SHO	1025 LEDGE RD	BASOM	NY	RS	44880	A. D. BEDELL CO.		60
162605	162231	269440	CHUCKS MOBIL MART	540 W STATE ST	ITHACA	NY	CS	186350	F&T DISTRIBUTING		30
162605	162231	703515	C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY	CS	186350	F&T DISTRIBUTING		30
162605	162225	763671	J'S TOBACCO ROAD	17 MAIN ST	PENN YAN	NY	CS	317880	R L JONES & SONS		30

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## SALES REPS

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SALES REP	RETAIL REP	ACCOUNT NAME	ADDRESS	CTY	STATE	SEGMENT	SIZE	VAP NAME	VAP#	SPL#	7 STYLES # CARTONS PER STYLE
162606	162225	763489 SENECA ONE STOP #070	5402 W SHORE RD	CUBA	NY	RS	26040	MATTEA & SONS INC			60
162606	162623	634478 SENECA ONE STOP #010	RTS. 5 & 20	IRVING	NY	RS	26040	MATTEA & SONS INC			60
162606	162623	422357 WOLF'S RUN	12575 ROUTE 438	IRVING	NY	RS	26040	MATTEA & SONS INC			60
162606	162623	440187 TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	RS	26040	MATTEA & SONS INC			60
162606	162623	509388 ROSEINE'S	1832 BUSH RD	GOWANDA	NY	RS	26040	MATTEA & SONS INC			60
162606	162623	521674 OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	RS	26040	MATTEA & SONS INC			60
162606	162623	566892 2 CLANS SMOKE SHOP	RD. #1, PO BOX 245	LAWTONS	NY	RS	26040	MATTEA & SONS INC			60
162606	162623	687893 NATIVE PRIDE	ROUTE 20 & MILESTRIP	IRVING	NY	RS	26040	MATTEA & SONS INC			60
162606	162623	769301 SENECA BINGO	11095 ROUTE 5 AND 20	IRVING	NY	RS	26040	MATTEA & SONS INC			60
162606	162628	324640 SENEKA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	RS	26040	MATTEA & SONS INC			60
162606	162628	460523 ANTONE'S	101 CENTRAL AVE	SALAMANCA	NY	RS	26040	MATTEA & SONS INC			60
162606	162628	480762 BEARCLAW TRADING PST	RT. 280	STEAMBURG	NY	RS	26040	MATTEA & SONS INC			60
162606	162628	665431 ANTONE'S II	CENTER & BROAD ST	SALAMANCA	NY	RS	26040	MATTEA & SONS INC			60
162606	162628	767863 THE M&M SMOKE SHOP	RT 17 & W.PERIMETER R	STEAMBURG	NY	RS	26040	MATTEA & SONS INC			60
162606	162225	673510 OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	RS	44880	A. D. BEDELL CO.			60
162606	162623	128513 SENECA HAWK TOBACCO PROJECT		IRVING	NY	RS	44880	A. D. BEDELL CO.			60
162606	162623	263886 DARREN'S BEARCLAW	11048 S.WESTERN BLVD	IRVING	NY	RS	44880	A. D. BEDELL CO.			60
162606	162623	502516 IROQUOIS SMOKE SHOP	14411 FOUR MILE LEVE	GOWANDA	NY	RS	44880	A. D. BEDELL CO.			60
162606	162623	521624 CROSSROADS	RT 438 & VERSAILLES PL	VERSAILLES	NY	RS	44880	A. D. BEDELL CO.			60
162606	162623	536774 JR'S SMOKE SHOP	RT. 5 & LAKESHORE RD	IRVING	NY	RS	44880	A. D. BEDELL CO.			60
162606	162623	566889 SANDY'S PLACE	RT. 438	GOWANDA	NY	RS	44880	A. D. BEDELL CO.			60
162606	162623	700520 PARKER'S DRIVE THRU	141855 RT. 438	GOWANDA	NY	RS	44880	A. D. BEDELL CO.			60
162606	162623	733079 BIG INDIAN SMOKE SHOP	597 MILESTRIP RD	IRVING	NY	RS	44880	A. D. BEDELL CO.			60

CC: DIVISION MGRS

KAM / AMs

## SALES .REPS

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**7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT LT 100/BOX 100/LT BOX 100**

**7 STYLES**

SALES REP#	RETAIL REP#	ACCT#	ACCOUNT NAME	ADDRESS	CITY	STATE	ZIP	ITEM#	CARTON SIZE	VAPES CARTONS PER STYLE
162606	162623	764763	ADLAIS	1254 ROUTE 438	IRVING	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	328435	OJ'S SMOKE SHOP	W. PERIMETER ROAD	STEAMBURG	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	340601	RON'S SMOKE SHOP	BOX 92A, RD. 3	ALLEGANY	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	368567	KEN'S SMOKE SHOP	2001 ROUTE 219	LIMESTONE	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	399934	T & J'S SMOKE SHOP	191 CENTER ST	SALAMANCA	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	675068	RICHARDS SMOKE SHOP	2164 W PERIMETER ROA	STEAMBURG	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	675069	COLDSPRING SMOKE&GA	W PERIMETER ROAD	STEAMBURG	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	688199	77 MAIN STREET CAFE	77 MAIN ST	SALAMANCA	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	715424	WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	737874	NAFCO QUICK STOP	881 BROAD ST	SALAMANCA	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	737877	JWS ENTERPRISES I	719 BROAD ST	SALAMANCA	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILLBUCK	NY	RS	44880	A. D. BEDELL CO.	60
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	RS	44880	A. D. BEDELL CO.	60
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	CS	317880	R L JONES & SONS	30
162607	162228	775460	FIVE STAR BUSY MART	400 N BUFFALO ST	ELKLAND	PA	CS	151300	W. A. DEHART	935726
										30

CC: DIVISION MGRS  
KAM / AMs

## SALES REPS

**JUNE: DORAL BUY 8 PACKS, GET 2 PACKS FREE / PROMOTION #800541**

**RETAIL DISTRIBUTION DATE: 6/8/98**

*POS Kits (#542294) and Floor Base Displays (#542300) will be shipped directly to Retail Accounts.*

**\*\* FLOOR BASE UNITS ARE TO BE MAINTAINED BY RETAILERS FOR FUTURE CTS DISPLAYS \*\***

**7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT LT 100/BOX 100/LT BOX 100**

**7 STYLES**

REPS	REP	REP	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	DISP.	VAP. VAL.	VAP. # CARTONS	SPLIT PER STYLE
163801	163827	679787	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	CS	281200	HIBBERT & MCGEE INC	132	30
163801	163828	334692	BEVERAGE BARON	19 GABLE PL	BARRE	VT	CS	281200	HIBBERT & MCGEE INC		30
163801	163828	769387	M & M BEVERAGE	DBA FIRED-UP	SOUTH BARRE	VT	CS	503160	PINE STATE TOB.&CDY.	995845	30
163802	163829	289988	WEST ADDISON GENERAL	RT#17 & LAKE RD	WEST ADDISON	VT	BI	281200	HIBBERT & MCGEE INC	2710	30
163803	163821	552856	ONE STOP PLAZA CONV.	16 MAIN ST	WINCHENDON	MA	CS	409680	GEO. MELHADO AND CO	60379	30
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOL	NH	CS	648240	TBI CORPORATION	902213	30
163804	163821	707369	T-BIRD MINI MART	ROUTE 119	HINSDALE	NH	CS	23880	ASSOCIATED GROCERS	90626	30
163804	163821	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH	BI	91800	CAPITAL CANDY CO INC	39051	45
163804	163821	643587	CHAS GEM	RTE 10	WINCHESTER	NH	BI	91800	CAPITAL CANDY CO INC	25020	45
163804	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROAD	HINSDALE	NH	BI	166680	E&J DISTRIBUTORS INC	13555	30
163804	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	BI	409680	GEO. MELHADO AND CO	7762-9	30
163804	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	BI	409680	GEO. MELHADO AND CO		30
163804	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIEL	NH	BI	409680	GEO. MELHADO AND CO		30
163804	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	BI	409680	GEO. MELHADO AND CO	971556	30
163804	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	BI	423295	AUBURN MERCH. DIST.	8347	30
163804	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	BI	462720	N H TOBACCO CORP	904524	40
163804	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	BI	462720	N H TOBACCO CORP	919159	40
163804	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	BI	462720	N H TOBACCO CORP	909598	45
163804	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	BI	503160	PINE STATE TOB.&CDY.		30
163804	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	BI	503160	PINE STATE TOB.&CDY.	967802	30

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REP#	REP/PC#	ACCOUNT NAME	ADDRESS	STY#	STATE SEGMENT	SUBS	VAP VALUE	SPLIT	# OF CARTONS PER STYLE
163805	163820	346403 POST-TIME	375 S BROADWAY	SALEM	NH	CS	409680	GEO. MELHADO AND CO	30
163805	163820	64556 FOODS PLUS CONV.	5 PLAISTOW RD	PLAISTOW	NH	CS	423295	AUBURN MERCH. DIST.	4904 30
163805	163820	103073 RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	CS	462720	N H TOBACCO CORP	921007 45
163805	163820	611422 FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	CS	462720	N H TOBACCO CORP	40
163805	163820	103056 TEXACO PAYSAYER	531 S BROADWAY	SALEM	NH	CS	472920	ALBERT H NOTINI SONS	945550 30
163805	163820	103069 R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	CS	472920	ALBERT H NOTINI SONS	944983 30
163805	163820	104514 SHYERS LOBSTER POUN	380A S BROADWAY	SALEM	NH	CS	472920	ALBERT H NOTINI SONS	30
163805	163820	689422 WORLD FAMOUS STATEL	24 BRIDGE ST	PELHAM	NH	CS	472920	ALBERT H NOTINI SONS	936047 30
163805	163824	486298 MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	CS	472920	ALBERT H NOTINI SONS	933689 30
163805	163820	702662 SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	CS	648240	TBI CORPORATION	30
163807	163826	677682 CASE-N-KEG LACONIA	JEFF MORIN ENTERPRIS	LACONIA	NH	CS	91800	CAPITAL CANDY CO INC	14290 45
163807	163826	743970 CASE-N-KEG	5 MILL ST	MEREDITH	NH	CS	91800	CAPITAL CANDY CO INC	45
163807	163826	755792 CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	CS	396640	MANCHESTER TOBACC	429155 30
163807	163826	573876 WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	CS	503160	PINE STATE TOB.&CDY.	908038 30
163807	163826	579433 LACONIA SPA	65 CHURCH ST	LACONIA	NH	CS	503160	PINE STATE TOB.&CDY.	30